

# Editorial

by DEAN M. CLARK

## NEW LIFE

WHERE is a joyful, undaunted spirit in the air. New vigor rides in on the winds from the fertile fields of grain, carrying the feel of pulsing, new life. Despite previous seasons of drouth and erosion and calamity, the earth is again bursting with the full life and triumphantly rising in her might.

This glowing spirit generated in the fruition of the fields is life-giving pollen carried on the winds to instil new hope in the hearts of men. Evidence of its quickening power is found on every hand, in the buoyant stride of business men, in the joyful laughter of vacationists, in the eager, alive look on the faces of all.

It is a season for confident, optimistic thinking. In the new life of the present we find certain assurance of a golden harvest in the future. And Grainmen, more than any others, should deepest feel the powerful stimulant.

They are a part of Agriculture and are closest to the source of this universally felt power. More than others, they should step forward with increased vigor and lead the way to the golden harvest. They should band together in the knowledge that unity is strength . . . and, in their collective might, arise in joyful triumph over the blows of yesteryear.

### Grain

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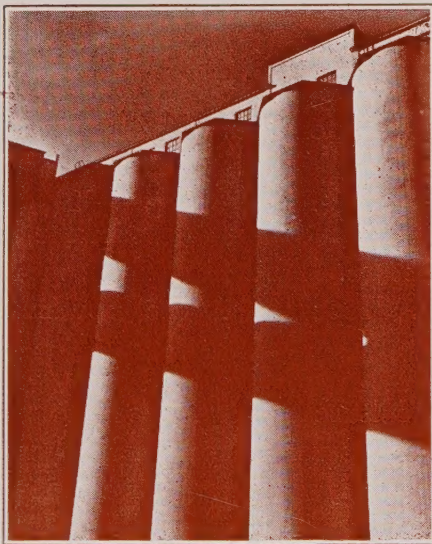
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*because*

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**you should see us**  
*because*

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# SUPT. OATCLIPPS

## *Reports to the Missus*



**W**HEN I got home from the convention, Marian, my oldest married daughter, met me at the station and told me that Mother had been suddenly called to Bud's home. Bud is the second boy and it seems he and his pretty little wife have



S. S. ORSTAD  
President-Elect

decided the name Oatclipp needed perpetuating . . . anyway, Mother had left a few hours previously to give Mrs. Bud a hand with the new young-un. Marian had it all fixed for me to stay with her but I politely declined, kissed her pert nose and went on home. There I found a note from Mother asking me to write to her about my trip, so I loaded my fountain pen with fancy heliotrope ink and wrote:

Dear Mother:

So another ear of corn has appeared on the family stalk! Well, well, well! Congratulate the parents, and tell the Little Feller we expect great things from him and that if he lives right he may even become a Superintendent. And then think of the fun we will have—he and I attending conventions together!

### **An Inimitable Die Is Cast**

But speaking of conventions, Mother, I have just returned from a REAL one. Maybe you didn't notice that I wasn't around the house last week—well, maybe you *did* notice—but anyway, I was in Fort William-Port Arthur attending the Eighth Annual Convention of the Society of Grain Elevator Superintendents of North America and I never saw a grander and more complete vindication of the convention idea than I did there.

### **Most Hospitable Welcome**

The first impression I received was one of *genuine* welcome. I'll try to explain just what I mean by that. I knew that we conventioners would be greeted cordially by the Society committees and

that some of their faces would be familiar to us from previous conventions and from pictures in GRAIN. But when I actually came into contact with our Canadian hosts, I encountered such a degree of friendliness, thoughtfulness, and eagerness to please that I drew a big breath of soulfelt happiness and settled down to have the time of my life. Nor was I disappointed. As the convention smoothly unfolded, I observed the effects of a hundred preconceived acts designed for the comfort and edification of we visitors. Our hosts hadn't left a stone unturned in their efforts to make this the best convention of all.

### **Attendance Hits New Peaks**

The first meeting, Mother, was the best attended and most interesting I have ever witnessed. It was held in the Royal Theatre, Fort William, beginning at 10:00 a. m., and the official attendance was 892. The elevators of both cities had allowed their personnel to attend and what I mean, they proved an interested and alert audience. The Department of Agriculture had loaned the Society a sound-film entitled, "Dangerous Dusts" and as it unrolled on the screen it proved more intensely gripping than any Hollywood movie ever made. It brought home to us the fact that any elevator can be a target for a dust explosion and I'll wager every man in the place made a firm resolve to do *his* part in keeping his own premises clean.

Following the film, Secretary Clark conducted a question-and-answer sortie and a lot of interesting facts were brought up, such as: climate has an undeniable effect upon dust explosions; a non-operating house has the same hazard as an elevator running full blast; the lighter the dust, the greater the hazard of an explosion; and many other points vital to grain men.

### **Just The Talks Needed**

Next on the program was Superintendent Frank Beyer, Grand Trunk Pacific Elevator Co., Ltd., Fort William, Ontario. His talk on "Hazards, Efficiency

and the Human Element" was just the kind of meaty information we all needed. He stressed the need of a Super knowing human nature and operating his plant efficiently and safely from that basis.

Then came Mr. C. S. Booth, Managing Secretary, Employers' Association, Manitoba, Winnipeg. He spoke on "Relationships Between Employers and Employees," bringing out the fundamental rights of each group and how best to provide a workable, efficient meeting ground for them to the betterment of the grain industry.

### **Spirit of Comaraderie**

At noon we sat down to a veritable feast in the Royal Edward Hotel. The excellence of the food—and Mother, you know how crotchety I am about eating—was only equalled by the fine spirit of comaraderie displayed by the group.

The afternoon session began with an address of welcome from his honor, Mayor B. C. Hardiman of Fort William. Then President H. S. Cox of General Mills gave a splendid message to the Society covering the achievements of the past year and voicing sincere appreciation to the hard-working chairman of the program committee, Vice President S. S. Orstad of Federal Grain, Ltd., and to his diligent co-workers. Secretary Clark then presented his annual report.



HENRY S. COX  
Retiring President

J. A. Speers, General Manager, Lake Superior Clearance Association, offered a thorough digest of "Production, Transportation and Handling Facilities in Canada". He touched on all phases of the grain trade as it is handled across the 49th parallel, and I don't believe his hearers lost a word. I know I didn't.

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### **Auditing Depreciation**

Followed then the low-down on how appraisers arrive so astonishingly ac-



curate at the value of property. Mr. G. L. Patchin of the Appraisal Service Co., Inc., Minneapolis, enlightened us with an illuminating talk on "Depreciation, Obsolescence and Appraisals". Believe me, Mother, I'll know from now on just about where I stand in maintaining my elevator.

Superintendent R. B. Pow of Reliance Grain Co. Ltd., Fort William, dropped his role of chairman of the meeting and delivered an informative paper on "Terminal Elevator Belts". Ordinarily one would think a technical subject such as this would be dry but quite to the contrary, Mr. Pow made it highly colorful by tracing the history of belting from its origin right down to the present day.

### Founder Members Honored

The Society inaugurated a "wheel within a wheel" when Secretary Clark read off an honor roll of original members and presented them with Founder's Club badges.

That evening, an hour after we sat down to another Canadian Repast, the next session began. Mr. C. D. Sturtevant, head of Bartlett Frazier Company, Chicago, Illinois, and a nationally known grain figure to boot, gave us the dope on the "Federal Trade Commission Report on the Elevator Situation in the U. S." He showed very clearly that the handling of grain properly belongs in the hands of grainmen and not in the laps of politicians.

Prof. T. J. Harrison, Assistant Commissioner, Board of Grain Commissioners for Canada, Winnipeg, then delivered a talk on the "Grading of Barley for the World's Markets". It was an education in itself to hear this and of real interest to each listener.

### Mixing By Percentage

With a whole flock of graphic charts, Mr. E. E. Fraenheim, Jr., Buffalo Forwarding Co., Buffalo, New York, explained a method of having an accurate check at all times of amounts stored in bins; mixing grain by percentage; and how a good elevator record is kept. It got me started on the right track towards simplifying my own records.

Mr. Birch Addington, Benjamin Electric Co., Minneapolis, followed with a comprehensive survey of the "Underwriters Laboratory Class 2, Group G, Fixtures". This applies to electrical equipment exposed to grain dust. It opened up an interesting line of thought, especially in the use of proper extension lights.

"V. P." Orstad then closed the meeting and after a night-cap cigar with some of the boys, I went to bed and lay there fully two hours running over in my mind the wealth of information I had acquired that day. I finally drifted off to sleep with thoughts of you, Mother, chasing business from my mind and making me darn glad I had increased my knowledge . . . for your sake.

### Everything On Big Scale

Tuesday dawned bright and early, and after a hearty breakfast—golly, Mother, that northern air certainly inspires the appetite!—over 300 of us, including the ladies, enjoyed a two hour boat trip around the bay on a James Richardson & Sons supplied vessel. It was downright thrilling to view the massive elevators rising from the water's edge. And the size of that bay! It has been said it is big enough to float the navies of the world. This is a land where big men do big things on a gigantic scale!

We made an inspection of Pool Elevator Number 6 after the boat trip. This is the largest *single* unit elevator in the whole blessed world . . . and it looked it. The car-dump we saw in operation was speedy as lightning, and it had to be if the huge plant was to be filled in our lifetime!

### Is Our Agriculture Permanent?

After luncheon, we assembled in the Prince Arthur Hotel, Port Arthur, where Acting Mayor E. P. Ibbetson officially welcomed the Society to the city. Mr. J. H. Irwin, Manager, Western Grain Co. Ltd., Fort William, then was introduced and gave us a talk on "Electricity in the Modern Elevator." He called electricity "white coal" and showed how far superior it is to any other source of power. Then the



E. J. RAETHER  
Elected 1st V. P.

Dean of the University of Manitoba, Professor Alfred Savage, startled us by asking "Is Our Agriculture Permanent?" He brought out that as far back as 1803 an explorer named Palatzer stated that drouth and erosion cycles made the great middle west unfit for permanent agriculture. And here we had thought the past few years' drouth had been a special visitation of evil upon *our* generation. The Professor's dissection stirred up a considerable amount

of talk back and forth, to the keen relish of all.

### Relationships Between Management and Superintendents

Mr. Otto F. Bast, Vice President of both the Grain & Feed Dealers National Association and the Brooks Elevator Co., Minneapolis, was next with a paper dealing with "Relationship Between Management and Superintendents." He told of how the managers as a group are wholeheartedly behind the Society and of how much they depend upon their Supers. He went on with a brief but pointed word-picture of the havoc caused the grain trade by politicians, some of whom "strive to copy the strut of Napoleon and the speech of Caesar!"

We then were given a most practical and illuminating talk on "Little Economies to Remember," by Mr. P. C. Poulton, Superintendent, N. M. Paterson & Co., Ltd., Fort William. He advanced some really worthwhile ideas and suggestions, things the practical Super could profit by.

Mr. Snarenberger, Fairbanks Morse Co., Minneapolis, wound up the meeting with a highly interesting account of "Diesel Power." He not only thoroughly knew his subject but he also presented it in a thoroughly understandable manner.

### S-a-f-e-t-y Contest

That evening we opened another sparkling session with the close of another sumptuous meal (goodness, how the Canadians can cook!). Oscar Olsen, Superintendent, Peavey-Duluth Terminal Elevator, spoke first on "Safety First." Oscar is the shining light of the Society in safety work and he knows whereof he speaks. He described how Duluth became safety conscious and of the great strides that city has made in keeping down accidents. He then invited suggestions and expressions from the members relative to inaugurating a safety contest, and introduced Mr. C. W. Turning, Safety authority, who gave us examples of how these contests work and of how valuable they are to any industry. Superintendent "Slim" Carlson, Occident Terminal Division of Russell-Miller Milling Co., Chairman of the Dock and Elevator Section of the Duluth Safety School added a few more practical words.

### Tone Becomes More Concrete

The tone of the meeting then changed to more concrete things when Mr. R. R. Kaufman, Chief Engineer, of Master Builders Co., Toronto, Ont., spoke on "Building and Maintaining More Enduring Grain Tanks." He described the





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*but*



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HENRY KEIR  
New 2nd V. P.

existing methods of mixing cement and told of the future mixture which will give a vastly more enduring and economical tank wall. There were 23 guest members present who were affiliated with the local Society of Engineers and they kept things humming for

awhile with a rapid fire of questions. My head was still ringing when the meeting adjourned and I found myself thinking there ought to be some kind of mental cement so that I could permanently store up all I had heard.

And so to bed on the second night of the convention, fortified in mind and

clubs of the links and assailed the citadel of par at the sporty local Country Club. (Some fancy writing, eh, Mother!)

I had a wonderful time, enjoyed myself immensely. The glorious, invigorating air, the beautiful, picturesque scenery, the rare company of jolly good fellows all contributed to making the event a wonderful occasion . . . plus the fact that my 105 was low score of our foursome. The rest of the boys were proverbial postmen on a holiday.

### Higher Than Niagara

The next session started with a luncheon served at beautiful Kakabeka Falls where we all had motored in cars provided by our congenial hosts. By the way, Mother, all of the time we were attending the convention there never was occasion for a Society visitor to use a cab or a bus. Our Fort William-Port

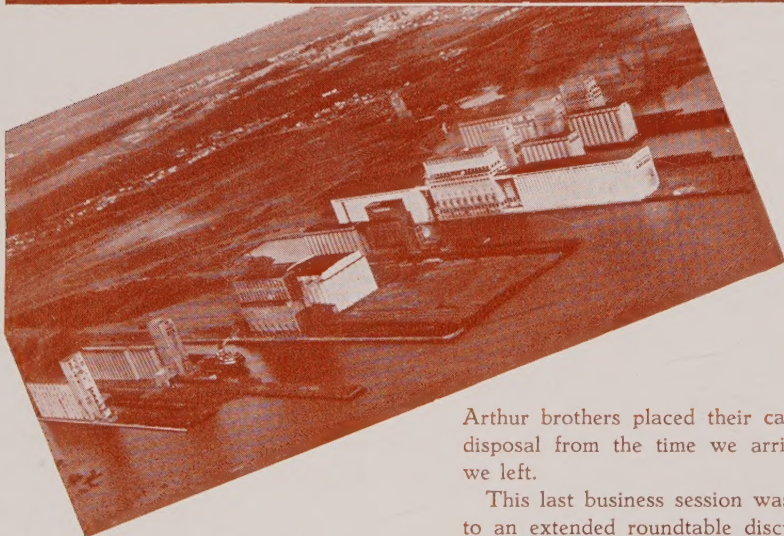
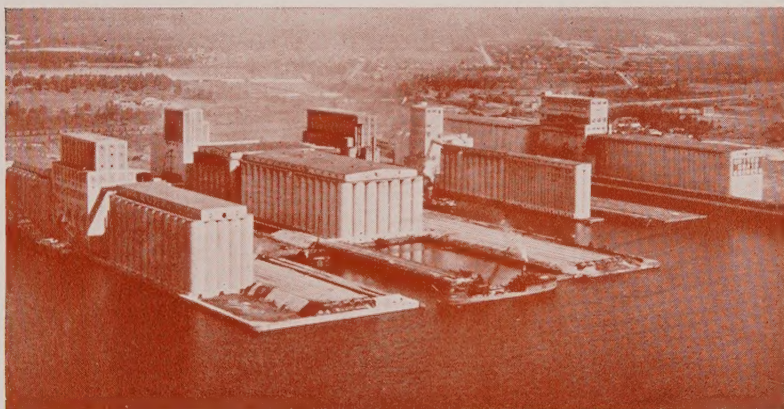
cago's Mr. Keir. And when the ballot came at the end of the meeting, this is the order in which the Society chose its officers, Mr. Orstad, President; Mr. Raether, Brooks Elevator Co., Vice President; Mr. Keir, Bartlett Frazier Co., Second Vice President, and C. J. Alger, Corn Products Refining Company, Chicago, Technical Secretary. The Directors elected were: Godfrey Morgan, Manager of Spencer Kellogg & Sons Elevators, Buffalo; Harry Thoms, Kinnickinnick Elevator, Stratton Grain Co., Milwaukee; T. C. Manning, Wabash Elevator, Uhlmann Grain Co., North Kansas City, Mo.; Gilbert C. Lane, Arcady Farms Milling Co., Riverdale, Ill.; Conrad Johnson, Butler Welsh Grain Co., Omaha; and the following hold-over directors: James Mackenzie, Three Rivers (Que.) Grain & Elevator Co.; H. L. Heinrichson, Terminal Grain Corp., Sioux City; G. J. Shaw, CPR Elevator, Pt. McNicoll, and Harold Wilber, A. E. Staley Mfg. Co., Decatur, Ill. And, following their unique custom, all past presidents are life-time directors, as well as all Chapter officers.

During the roundtable discussion many suggestions were made regarding topics suitable for talks at the next convention, voted to be held March 28, 29, 30, 1938, in Kansas City, Mo. Safety work was decided to be of paramount importance and wheels were set in motion to advance a safety program during the coming year. At 4:44 p.m., retiring President Cox turned the gavel over to President-Elect Orstad and we all scooted back to town to prepare for a gala evening.

Mother, the Convention wound up in a blaze of glory the last evening. It was "Associate's Night" and believe you me, they didn't spare the 'osses to give us one grand time! Starting with a banquet that was a feast fit for the gods, the night wound its way through a grand march, a delightful floor show, and on into a merry dance that lasted until the wee sma' hours.

One touching procedure I thought especially fine occurred at the end of the banquet when Secretary Clark asked us to bow our heads for one minute in silent respect and reverence to members promoted to the Grain Fields Beyond. It was

(Concluded on page 15)



body — and wishing that I was one of the sixty lucky members whose wife had accompanied him. . . .

Wednesday morning, after the glad-some business of breakfast was done with, some of us unsheathed the old trusty war

Arthur brothers placed their cars at our disposal from the time we arrived until we left.

This last business session was devoted to an extended roundtable discussion on many practical problems and the election of the next year's officers. Secretary Clark announced the names of the members bringing in the largest number of recruits. Mr. Orstad led the list, followed by Ft. William's Frank Beyer and Chi-

## ARTPORT ARTHUR



OSCAR W. OLSEN  
Heads Safety Drive





# *Relationship* BETWEEN MANAGEMENT AND SUPERINTENDENTS



by O. F. BAST

Vice President of Grain & Feed Dealers National Association  
and of Brooks Elevator Company, Minneapolis, Minn.

*Before the Eighth Annual Convention of the Society of  
Grain Elevator Superintendents of North America*

You have received a lot of compliments on the growth of your Society, but I want to add my bit in saying that in my estimation this is one of the most important organizations in the Grain Business and it deserves the interest, co-operation, and assistance of every member and Owner of an elevator. You are very enterprising and are on your own initiative.

I do not know how a mere Vice President of the Grain and Feed Dealers National Association got slipped into your program. It may be a case like the colored boy who ordered a 9 x 11 inch pane of glass and was informed by the storekeeper that they had only 11 x 9 inch panes in stock. "Well," hesitated the boy, probably as your program committee hesitated in inviting me, "I guess I'll take it anyway. I think I can slip it in sideways so that nobody can notice the difference."

## **Thanks for Affiliating With G & FDNA**

First, speaking for the Grain and Feed Dealers National Association, I wish to express our appreciation for your having become affiliated with us. A year ago our membership, both active and affiliated, was only about 1,700; today it is nearly 5000 and still growing. You can readily understand that instead of asking for permission to speak on matters that affect the grain trade we can now speak with authority, for we really represent the grain interests. We hope we can render your Society a service, probably not something you immediately measure in dollars, but at least

something you can trace directly to your affiliation.

## **Real Progress Forecast**

You have received a lot of compliments on the growth of your Society but I want to add just a bit in saying that in my estimation this is one of the most important organizations in the grain business today, and it deserves the interest, co-operation, and assistance of every member and owner of an elevator. You are very enterprising and are on your own initiative; yours is a voluntary cooperative movement with others and, of course, you are fully responsible for its consequences.

Personal freedom and responsibility are the moral roots of your enterprise. The result of your work will be expressed in the fruit the tree bears that has sprung from these roots. Unless I am greatly mistaken, and judging from my own observations, real progress is going to be the fruit.

## **Joining Only First Step**

I am a firm believer in organization but joining an association is only the first step in your work. Be prepared at all times to give more than you expect to



receive and you will be very successful. Selfishness unquestionably defeats itself in time and takes the grasping down with it. As you grow as we have grown, I sincerely hope that you will be qualified to possess and be capable of administering the power that has been thrust into our hands.

### That "Inner" Scoreboard

We have before us the ever present choice between indolence and initiative; and life's rules are fair. In life there is an inner scoreboard where every effort is credited to your record. Many a valiant run is lost but the valor of it builds the soul; so while there is one thing yet to do—and there is always one thing yet to do—or a fraction of time to do it in, DO IT.

I am very much impressed with the seriousness you manifest in all your deliberations. Study conditions;

learn all you can; so that you may speak with authority, use all you learn; summon your strength and courage; defy luck; and then, just by doing this, you have already gained. You may fail in your ambition, but *you* have not failed . . . and there is another opportunity tomorrow.

It is necessary to come here to realize how truly international this Society has become. The evidence is the English accent everywhere, together with that courtesy of manner which I have always found to be the rule, rather than the exception, the farther into Canada I go. It is pleasing to find just across an imaginary line a people that are so individual and still so like us in heart and thought.

I like your leisurely manner and lack of hurry. As one resident of your city stated this morning, "Isn't this awful-hurry-business just a bit of habit, and most of the time for no good purpose whatsoever?" What a nice philosophy. Why can't we Americans adopt just a little of it. . . .

### Urges Managers' Cooperation

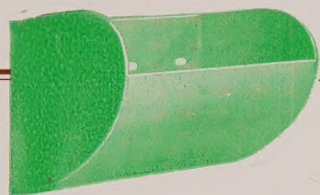
My plea is to the Management. Co-operate closely with your Society, for, I believe, a closer relationship between Management and Superintendents is particularly stimulating and will have a far-reaching effect on the successful operations of more terminal elevators. Where we are all working for a common cause, the better knowledge that each one has of the other fellow's department the more satisfactory results are bound to be.

I asked an Operator the other day to come to the Superintendent's convention with me. His reply was: "No, I am not going; I cannot see where my Superintendent's going has shown any appreciable gain in our profits." That, in my opinion, is the wrong attitude. These conventions are great levelers and tend to remove class distinction. Get the Bosses and the Superintendents out together and they really are and act very much alike—just human after all.

### Prejudice Against "Elevator Wheat."

I was reading an article the other day that I thought was very timely; one that should be given a great deal more publicity so as to remove the prejudice that seems to exist against purchasing grain out of terminal elevators. This article pointed out that the terminal elevator is in reality a hospital. It is equipped with every type of modern machinery for the scientific treatment of grain to put it in condition. This includes drying, cleaning it from weed seeds, washing it from rust and smut, removing the odor of garlic, eliminating the insect hazard, etc.

Our terminal elevators are the commercial granary



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This is the bucket which has revolutionized the handling of grain. Whether you want to run fast or slow you can do more with the

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of the world. Wheat is harvested every day of the year in some part of the universe, and while the golden stream flows to the market constantly, our transportation facilities do not permit a wide enough distribution and rapid enough transportation to give us all the new wheat at the time we want it. Therefore, it is necessary to provide the facilities that you men are operating to store properly and keep this grain, sometimes for even a period of years, in such a manner that upon release it will be fit for human consumption.

### **Puerile Politics**

All know how impossible it is to properly store grain on farms—as has been so often advocated—and we all know how necessary our terminal facilities are; but, of course, that is another matter which has to be sold to the politicians. We in the United States have lived through a score of so-called reform movements in grain marketing. Each is accompanied by a loud noise from many promoters, practically all of them based upon half truths or outright misrepresentation of the existing marketing system. While each one of these experiments runs its course, the grain men are condemned in violent terms, and all the time the taxpayer's money is being spent to bolster up the experiment.

Of course, it is human nature to seek someone to blame, for a man unconsciously tries to save his own face, and we in the grain trade have been chief targets. But our system has survived in spite of all this, and, as in your country, our method of handling and distributing is finally adopted by the self-styled demagogues.

We hear a great deal about economic royalists and grain gamblers, but these do not bring about the surplus and famines. These conditions are brought about by the uninformed politicians who are striving to copy the strut of Napoleon and the speech of Caesar. It is my prediction that just as soon as politics takes its finger out of the world movement of wheat and abandons the control of its national producers, there will again be some hope and peace in the world, and we will all be better off.

### **Inter-Dependability**

Modern industry has taught men to be dependent upon some other man's ability to create work and jobs, and that they must work together. They have acquired the habit of dependency and offer recruiting ground to dictators who promise to give them security. They do not realize until too late that dictatorship DEMANDS surrender of personal liberty and freedom in exchange for PROMISED security, and

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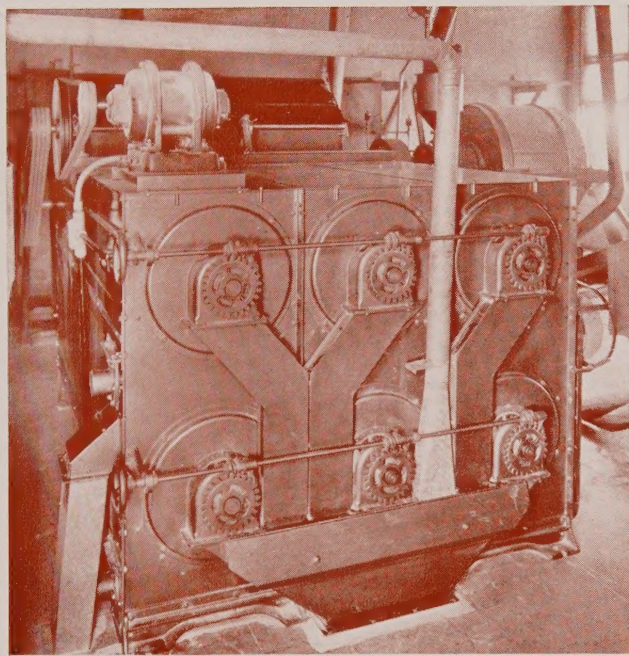
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# GRAIN GRADING *by Width*

## *A Unique Innovation*



**A** visitor, after viewing the complex grain processing machinery in a modern terminal elevator, came to the verbal conclusion that the ultimate had been reached in that line. He could not see how it would ever be possible to make further refinements. But en-

that the personal security never quite arrives. Democracy does not make nations, but groups into nations—those groups that have been trained to the discipline of self-government and who have learned to prize their liberty above their security. Democracy provides its own rewards, and dictators will fall when a new generation awakens to their failure to provide actual economic security, which is all they have had to promise. So let us work together.

Don't let them tell you that money is the goal of every man. Many men would give their last dollar, and spend the rest of their days in a garret, for one day of wide fame or for one hour of public applause. Either the desire for fame or for applause can be more dangerous to society than the mania for money. The political royalist is far more dangerous than the economic royalist and has been responsible for most of the bad pages of industry.

gineering skill and ceaseless labor have confounded him and this month of July witnesses a new marvel on the grain processing scene—the Hart Uni-flow Width Grader, a machine that grades by width.

Substantially embodying the principles of the Hart Uni-flow Separators, the new Width Grader goes a step farther and successfully accomplishes separations that formerly could only be attempted with the use of special needling or ring grading equipment. The ingenious cylinders of the machine strike an entirely new note by separating different grains not by their length, as in the case of standard separators, but by their thickness. This allows greater capacity and greater flexibility in the handling of any grain.

Of wide interest and significance is the unusual job the Hart Grader performs on barley. Completely adaptable to the special needs of the terminal or malting house, it will both needle and grade barley for malting purposes yielding as many or as few grades by plumpness as desired. Its application, however, is by no means limited to barley. It will separate wheat into two grades of thickness for separate grinding in flour mills. It will grade oats by plumpness for the cereal miller and it will grade rye for the distiller and rye miller.

Available in a variety of sizes to meet different capacity requirements, the new Grader provides also an unusual degree of flexibility within each unit without change of equipment. Supplied to meet whatever thickness separation is specified, it will at the same time permit an amazingly wide range of either finer or coarser standard by slight and easily made adjustments.

The new machine is compactly built to provide high capacity in a limited amount of space. It is of all metal construction and completely enclosed to insure dustless operation. One of its outstanding features is the patented Uni-flow Control, a positive power driven mechanism which maintains a uniform flow of grain and a uniform grain line at all times regardless of the mixture going through the cylinders.

Although this new addition to the grain industry has just been announced this month, important installations have already been completed. It is an up-to-machine for an up-and-coming industry.



## SOYBEAN ACRES SPREAD

Soybeans, the little coolie from China who became a lusty naturalized citizen, continues his astonishing growth. The six leading commercial bean producing states report this year's planted bean acreage 603,000 acres in excess of 1936, bringing the country's total to a new high of 6,049,000 acres.

Illinois continues the favorite host to the new boarder, putting over two-million acres at his disposal. Practically the entire commercial soybean crop is produced in the area tributary to the Chicago market.

The Department of Agriculture releases the following figures of acreage in the states of largest production:

|                          | 1937      | 1936      |
|--------------------------|-----------|-----------|
| Illinois .....           | 2,008,000 | 1,793,000 |
| Indiana .....            | 812,000   | 706,000   |
| Iowa .....               | 706,000   | 504,000   |
| Ohio .....               | 380,000   | 330,000   |
| Missouri .....           | 262,000   | 350,000   |
| Wisconsin .....          | 236,000   | 118,000   |
| <hr/>                    |           |           |
| Total, six states.....   | 4,404,000 | 3,801,000 |
| United States total..... | 6,049,000 | 5,635,000 |



## KNOWING WHEN

Word comes from internationally known economists and students of commercial trends that prices in every line are due for a sharp rise. The smart superintendent studies this—and BUYS NOW.



## R. I. P.

Phooey on the drouth, boys,  
Phooey on the rust;  
Those bogeymen are buried deep  
In piles of new grain dust.



## MYOPIC

The chap who thinks his plant's mechanical setup cannot be improved upon evidently never investigated a newly advertised product. . . .



● The state of Iowa has more acres under cultivation, in proportion, than any other State.

● A future World War doesn't bother us—for the reason that the only lesson the warring nations learned during the last fracas was that their wars depend upon agricultural fulfillments, so we can just stand back and wait until the world granaries are full.

## IN A FOG OF VICIOUS DUST

YET "MILES AWAY" FROM IT



## F-M Fan-cooled MOTOR

Dust fills the air around this Fairbanks-Morse fan-cooled motor . . . driving a receiving belt-conveyor in the S. P. & S. Railroad terminal elevator at Vancouver, Wash. But that dust can no more reach an electrical part or a bearing than if it were miles away . . . although liberal air passages keep the motor cool under all working conditions.

The Fairbanks-Morse fan-cooled motor belongs in every location where there is dust or fumes. It is far more than an encased open-frame motor. Each detail of construction is dictated by the conditions to be conquered. Sealed ball bearings are used to provide once-a-year lubrication, and grease-tube lubrication is through screw-sealed openings.

It costs you money to expect the impossible of open-frame motors. Get complete information by writing for Bulletin AEB401.7-36. Address Fairbanks, Morse & Co., 900 S. Wabash Ave., Chicago, Ill. 34 branches at your service throughout the United States.

7053—EA22.35

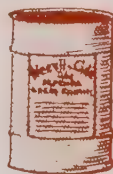
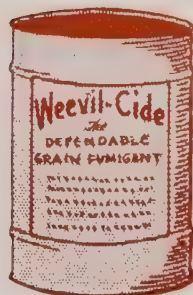




# Eliminate the WEEVIL



WITH



Hurry...we've got to get away from here, they are going to use WEEVIL-CIDE

## Insecticides

Manufactured Especially for  
*The Grain Trade*

### WEEVIL-CIDE COMPANY

1406 West 9th Street  
KANSAS CITY -:- MISSOURI



The  
"STAR"  
Warehouse  
BRUSH  
FOR  
SWEEPING  
GRAIN  
FROM  
BOX CARS

★

Used by leading terminal elevators throughout the United States.

We are equipped to furnish you with anything you need in Brushes or Brooms—Send for our Catalog.

**FLOUR CITY BRUSH CO.**

301-303-305 5th Ave. So. • Minneapolis, Minn.

Member  
Society of Grain Elevator Superintendents of North America

## THAT'S WHAT KNOCKS PROFITS

"Just as surely as history repeats itself," remarked a leading executive of the Chicago market in addressing a local Chapter meeting, "so the fundamentals that were true in arising out of our last major depression are guides for what we may expect during the present ascendancy."

"Mark you," he said, "the first period of recovery witnesses larger proportional profits than future periods *BECAUSE* as business increases more and more delapidated equipment is brought into use and more and more 'green' labor. Solve these and you'll be on top!"



## AD PROSPECTS, PLEASE NOTE

There is no use trying to sell unless and until you not only have something better to sell than the next man, but can also give a good reason why what you have *IS* better.



## SUPT. OATCLIPPS —

(Continued from page 8)

a fine and sincere gesture, altogether appropriate.

But gosh, Mother, how I missed you when the orchestra played and the happy couples swung out on the dance floor. I want you to make a note right here and now to the effect that at next convention time if any of our children are expecting Sir Stork, they can jolly well receive him single handed. Because Mrs. Oatclips is accompanying her lord and master to Kansas City!

Well, Mother, I guess that just about covers the Convention. Oh yes, I recall you asking me one time about the "scandalous doings" at conventions. I can honestly say that all the time I spent in the convention cities I did not see one single act of intemperance. It was the finest, cleanest, most educating convention I have ever attended and I am sure that its fame will spread around the whole continent.

Kiss the new young-un on top of his fuzzy little head, whisper in his wee ear that the grain business is improving every year for men of the type he will be, and then hurry home to your old man.

★

### WINNIPEG MANAGERS PLEASED

*We have had a letter from each one of the many Winnipeg Managers who attended our Convention thanking us and congratulate the Association most*



GODFREY MORGAN  
Director



HARRY THOMS  
Director

*highly on its business conduct.—S. S. Orstad, Past General Convention Chairman.*

★

### SAFETY CONTEST STARTS

The last convention of the Elevator Superintendents Association unanimously voted to conduct a continent-wide Safety Contest and appointed Oscar W. Olsen, Chairman, Peavey Duluth (Minn.) Terminal Elevator Company; H. W. Feemster, Western Maryland Railroad Elevator, Baltimore, Md.; James G. Hayhoe,

Cargill, Inc., Minneapolis, Minn., and Clarence W. Turning, P. O. Box 261, Duluth, Minn. (as Executive Secretary), to its committee. The forms for this contest have been worked out as have the many intricate details, and announcements are going forth in the mails for this six months' race.

Trophies are to be awarded, one having already been offered by Mr. G. L. Patchin of Appraisal Service Company, Minneapolis. The contest will include the services of these well-versed S-A-F-E-T-Y men plus the vast experience of Mr. Turning, a Safety Expert, who will issue posters, bulletins, pointers, and do personal safety work wherever Chapters will offset any traveling expenses.

Because of the outlay for stationery, postage, records, clerical work, and the above mentioned items, a small charge of one dollar per elevator per month for the six months has been agreed upon by the committee, — checks to be made out to



JAMES MACKENZIE  
Director



H. L. HE'NRIKSON  
Director

either Mr. Olsen, Mr. Turning or Secretary Clark.

Three Classes of elevators will be included, with a trophy for each. Class A will be all units with over 50 employees, Class B from 26 to 49, and Class C for under 26 employees at the elevator.

★

### ALL THE FORT WILLIAM AND PORT ARTHUR ELEVATORS HAVE ENTERED

Contest standings are to be publicized monthly, and same is to be open to non-members of the Association as well as members.

It is felt that owners and operators will readily endorse this Contest, particularly inasmuch as eventually lower insurance rates will result. Other benefits are referred to below. So enter today and strive to win the award at next year's convention, — and read what Clarence Turning has to say about this movement below.—Oscar W. Olsen, Chairman.

### CHAPTER MEETINGS SCHEDULED

Chicago, September 9  
Buffalo, September 13  
Minneapolis, September 28

★

### ON YOUR CALENDAR

October 11-12, Grain & Feed Dealers National Association, Baker Hotel, Dallas, Texas.

October 11-15, National Safety Congress, Auditorium, Kansas City, Mo.

March 27-30, Society of Grain Elevator



JIM SHAW  
Director



HAROLD WILBER  
Director

Superintendents of North America, Kansas City, Mo.

May 9-13, National Fire Protection Association, Atlantic City, N. J.

★

### CONVENTION SNAPSHOTS WANTED

*Convention snapshots are coveted. We've a few, but nowhere near as many interesting views as we know were taken. May we borrow your collection?*

★

### MINNEAPOLIS CHAPTER NEWS

We are having our next Chapter meeting the latter part of September. Within the next two weeks the Executive Committee will have our entire program mapped out for the coming year. We are sending out a questionnaire to all the members this week asking them what kind of programs they want and from that we will arrange our meetings.—Secretary E. J. Raether.

★

### MORE STORAGE AT BUFFALO

The ten-month limitation on storage of Canadian grain at Buffalo is expected to be removed by the U. S. Congress at its next session, and the six-cent preferential tariff dropped by Great Britain. Thus it may be that by the time the Superintendents have their Tenth anniversary Convention in Buffalo in 1939 that the Fort William-Port Arthur boys will want to charter a battleship for their arrival.





## Convention Snaps

1  
"Heads Up"

2  
The Long and Short of it.  
"Slim" and "Percy"

3-5-6-13-14  
Kakakbeka Falls

4-7  
Awaiting "Mess" Call

8-9-10-11  
Aboard James Richardson &  
Sons' "Eastrich" — touring  
the "Elevator-Front"

12  
Then Hiram said . . . —  
"Harry's tellin' 'em now."

15  
Jim Shaw with Hugh  
Grant's Noted "Pipers"

16-17  
And so they did  
"Look Pretty"



# RESULTS

*are the True Measure of*

# DUST CONTROL

Wider experience . . .

Specialized study . . . .

Advanced engineering principles

Enables D-A-Y alone to offer the maximum results . . .

For R-E-S-U-L-T-S Write

A Ray of Sunshine  
in the Darkness  
Illustrates

How  
Tiny Dust  
Particles Abound  
— Dangerous Dynamite!

## THE DAY CO.

2938 PILLSBURY AVENUE • MINNEAPOLIS, MINN.

*The Day Company of Canada, Ltd., 144 Sherburn St., Winnipeg*



## HEARING GOOD THINGS

We have had many favorable comments on the way our convention was conducted in using the time that was at our disposal to prove that the Society is very much worth while. This will have quite a bearing on our boys being able to attend next year's convention in Kansas City, March 27-30.—M. Frank Beyer, Fort William-Port Arthur Chapter President.

## INFORMATION ON WIRE ROPE WANTED

Have any of the water elevators used wire rope for the operation of marine legs? Manila breaks at the most inconvenient times. . . . Would like to know what size and trade description wire rope is used, and how slivering is prevented.

## TALKING ELECTRIC LIGHT WIRES

GRAIN, November, 1936, carried an article entitled, "Talking Ears," authored by M. L. Cobb, Superintendent of Grain, Spencer-Kellogg & Sons, Minneapolis, Minn., in which he told in detail the working of an inter-communication system he had had developed and installed in his elevator. A great deal of interest and comment was stirred up by this marvelous time-saving device. A delegation of Supers made an inspection trip through the plant.

Now comes word from the East that the American Carrier-Call Corporation has perfected a similar system which accomplishes the same results without the use of extra wiring. It is simple a A.B.C.,



merely plug in one unit at any light socket, another unit at any place in the plant and presto! you have a perfectly functioning inter-communication setup.

The secret of this new device is that it superimposes carrier-currents on the electric wire, picks them off with another unit and amplifies them to any pitch desirable. As many units as needed may be operated

## ON SICK LIST

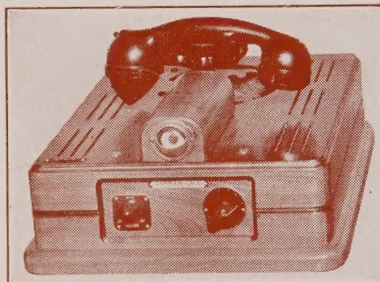
*Our good friend Godfrey Morgan, Manager of Elevators for Spencer Kellogg & Sons, Buffalo, is on the sick list, advises Jim Hayhoe, Cargill, Inc., Minneapolis. A line in care of the Kahler Hotel, Rochester, Minn., would be welcomed. Do it now!*



## OMAHA CHAPTER IN OFFING

We profited by every minute of the Convention, and hope Conrad Johnson of Butler Welch Grain Company and I can get an Omaha Chapter started 'ere long.

All indications are that we are going to have one of the largest grain movements we have enjoyed for some time. —Arvid Anderson, Superintendent, Crowell Elevator Company, Omaha, Nebr.



simply by plugging them in at any desired electric light outlet. Each unit is both a sender and a receiver. Certain types are selective, messages can be sent to any particular unit on the line without the others getting it. Another feature is that if the station selected is busy at the time receiving and sending, it is possible to be heard by it without hearing what it is saying to the other station or receiving from it. These units are about the size of a midget radio set and can be easily carried from one place to another, plugged in, and set to working, all in the space of a few minutes.

With this system, the Super can be constantly in touch with every part of his plant. He can talk back and forth with the man on any job at any time. Without stirring from his office chair he can figuratively be with the foreman, the weighman, the mixer, the machineman, the engineer, the millwright, the spoutman. And all accomplished without the installation of a single additional wire.

From Mr. Cobb's beginning has come a truly remarkable improvement, and GRAIN hastens to give its readers, as usual, the latest information about the newest in efficiency.

## BREAKING RECORDS AT KANSAS CITY

Everyone is breaking all previous records in this market. The unloading capacity of the elevators in Kansas City is close to 2,000 cars a day as is evidenced by the increased storage for the month of July.

As soon as the "big spill" is over we will start our monthly chapter meetings again.—T. C. Manning, President, Kansas City Chapter, Wabash Elevator, Uhlmann Grain Co., North Kansas City, Mo.



## HEY, KANSAS CITY, LISTEN!

If Kansas City is going to start breaking any records tie them down to a ten hour day, please. Note they say we can only unload 2748 cars of grain a day in Fort William-Port Arthur. How do they get that way? That's "taking it easy" for only ten hours. We'll challenge Kansas City next time our crop will permit . . . what say Mr. Manning?—S. S. Orstad, Fort William.



## PROMISES UNLOADING "RELIEF"

I have been busy looking into the car unloading equipment developed from discussions at our last convention and have high hopes of being able to aid the boys throughout the country. — Edward E. Frauenheim, Jr., Buffalo Forwarding Corporation, Buffalo.



## RESIDENT LADIES EXTEND "THANKS"

*Now that the thirty-one ladies visiting the convention in Fort William-Port Arthur have settled down again to listening to hubby's alibies, a word brings all their ears to an alert a-t-t-e-n-t-i-o-n!*

*"This is Mrs. Orstad, speaking for the twenty-nine hostesses in the twin ports, addressing our welcome friends from the East and South. . . . Just want to say you didn't stay long enough to say 'thanks a million' for your thoughtfulness expressed in flowers for us here for the banquet on the last evening. . . . We'll see you all in Kansas City next March. . . . Remember!"*



## NEW CROPS—NEW PROBLEMS

At this time we are just about to enter into the crop movement and inasmuch as all new crops develop new problems it is a time when no one wishes to be absent from their posts.—Percy C. Poulton, Superintendent, N. M. Paterson & Co., Ltd., Fort William, Ont.



## NEW MEMBERSHIP TEAMS TO BATTLE IT OUT

The victors and the vanquished on last year's New Membership Teams got together after the recent convention and decided the new contest between the two teams composed of the "top" twelve members was to be a year long battle, and here are winners of the honors:

### The Head House Team

S. S. Orstad, Ft. William  
H. P. W. Keir, Chicago  
T. C. Manning, Kansas City  
Godfrey Morgan, Buffalo  
Jack Coughlin, Minneapolis  
Percy Poulton, Fort William

### The Power House Team

M. Frank Beyer, Fort William  
Gilbert Schenk, Kansas City  
E. J. Raether, Minneapolis  
Gilbert Lane, Chicago  
Jim Mackenzie, Three Rivers  
E. E. Frauenheim, Jr., Buffalo



## MANNING FIRST TO RING BELL

T. C. Manning, President of the Kansas City Chapter, is first to ring the bell in the New Membership Campaign, holding down a "solo" record for the month of July with four new memberships. As in the case of the others, Mr. Manning E-A-R-N-E-D his place on the New Membership Team by being among the top twelve "best producers" last year.



## PRESIDENT ORSTAD TO VISIT CHAPTERS

I will certainly have plenty of time on my hands next winter and am planning right now to visit Duluth, Minneapolis, Milwaukee, Chicago, Buffalo, Kansas City and Omaha Chapters, and don't intend waiting until March to do it.—S. S. Orstad.

## NEWTON C. WEBSTER DIES



NEWTON C.  
WEBSTER

Newton C. Webster, Chicago Representative of the Richardson Scale Company a staunch booster for the Elevator Superintendents Association, died at his home on July 16th. Always pleasant, affable, retiring, his cheery demeanor will long be missed at our meetings. — Gilbert Lane, Chapter President, Arcady Farms Milling Company, Riverdale, Ill.

## THEIS ADDRESSES KANSAS CITY SUPERINTENDENTS CHAPTER ELECTS OFFICERS

Mr. T. C. Manning, Superintendent of Uhlmann Grain Company's Wabash Elevator, North Kansas City, Missouri, was elected President of the recently formed Kansas City Chapter of the Society of Grain Elevator Superintendents of North America.

Supporting Mr. Manning is Mr. Charles F. Peterson, Superintendent, Simonds-Shields-Lonsdale Grain Company's Milwaukee Elevator, Kansas City, Missouri, as Vice-President and R. E. Browne, Assistant Superintendent, Davis-Noland-Merrill Grain Company's Santa Fe Elevator, Argentine, Kansas, as Secretary.

Directors appointed are E. I. Odell, Superintendent, Davis - Noland - Merrill's Santa Fe Elevator at Argentine, Kansas; H. E. Armstrong, Superintendent, Uhlmann Grain Company's Katy Elevator, Kansas City, Kansas; T. J. Emmert, Superintendent, Wyandotte and Southwestern Milling Company's Elevators, Kansas City, Kansas; H. J. Hixon, Superintendent, Continental Export Company's elevator, Kansas City, Missouri, and R. N. Whinery, Superintendent, B. C. Christopher & Company's elevator at Topeka, Kansas.

A Safety Committee was immediately appointed composed of Harry Madison, Superintendent, Simonds-Shields-Lonsdale

Grain Company's Rock Island Elevator at Kansas City, Kansas; H. H. Kimberlin, Superintendent, Midland Flour Mills Company's Elevator, North Kansas City, Missouri, and Camden Riley, Superintendent, Hart-Bartlett-Sturtevant Company's new River Elevator in Kansas City, Kansas.

Stimulating indeed were the well chosen remarks of Mr. Frank A. Theis, President, Simonds - Shields - Lonsdale Grain Company, and an active worker in association and legislative affairs throughout the country. Appointed to confer with him on pertinent problems whenever they arise were President Manning, F. J. McDermott, Superintendent, Norris Grain Company's elevator, Kansas City, Missouri, and Roy Harp, Superintendent, Wolcott & Lincoln's "Kansas" Elevator, Kansas City, Kansas.

Twenty-two attended the election-meeting, of which eighteen joined the chapter at this time. Superintendents from Topeka, St. Joe, Leavenworth and other nearby centers are expected to become a part of this new unit of the Society. Programs for the future will be devoted to technical discussions on mechanical and operative problems.

Kansas City is to have the Society's Ninth Annual Convention March 27-30, 1938, and Mr. Theis assured the Superintendents that the operative heads will unanimously get behind this affair.

## BOTH WITTY AND SINCERE

*Here's the telegram the Minneapolis boys sent the Kansas City Chapter the night the latter formed their unit. You'll enjoy it:*

*"Minneapolis Chapter Society of Grain Elevator Superintendents heartily congratulates the Kansas City boys on their success in building the fourth bulkhead in the Society. Go to it Brother dust-eaters and open the spouts wide and let's go."—Coughlin and Raether.*



## BUFFALO SUPERINTENDENTS FORM CHAPTER

Almost all of the grain and processing elevator superintendents of the Buffalo territory met July 19th to form the Fifth Chapter of the Society of Grain Elevator Superintendents of North America. The proxies of those on vacation or those busily engaged unloading boats indicated a 100% membership will be had very shortly.

Edward E. Frauenheim, Jr., of the Buffalo Forwarding Corp., presided, and both

he and Henry Korn, Superintendent of The Superior Elevator & Forwarding Company's Elevator, related the highlights of the Association's recent annual convention in Fort-William-Port Arthur. Election of officers will take place at the next meeting.

In addition to the unanimous decision to inaugurate a chapter, those Superintendents present seconded Mr. Frauenheim's invitation presented before the Association's annual gathering to meet in Buffalo for their Tenth Annual Convention in 1939.

The Society has broken the three hundred and fifty membership mark.



## NEED VOLUNTEERS; LOOSEN UP!

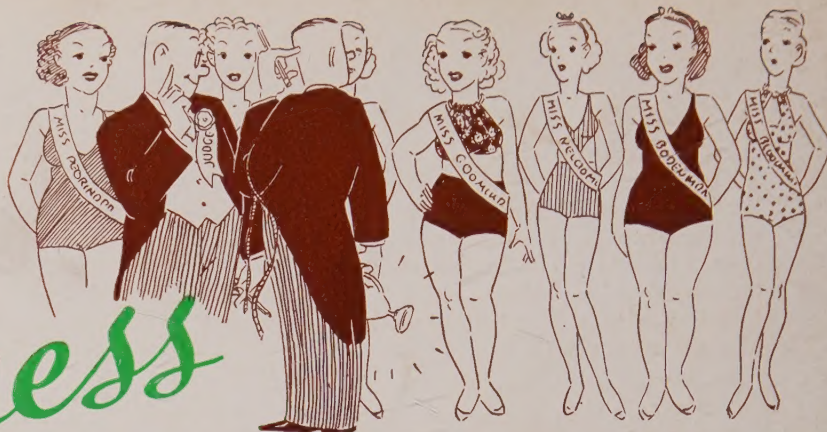
*The Dust Explosions Hazards Committee needs volunteers to help work out our plans for the coming year, so tell the boys to loosen up and offer their services. — M. M. Noxon, Chairman, DEH Committee, Ralston Purina Company, Minneapolis.*



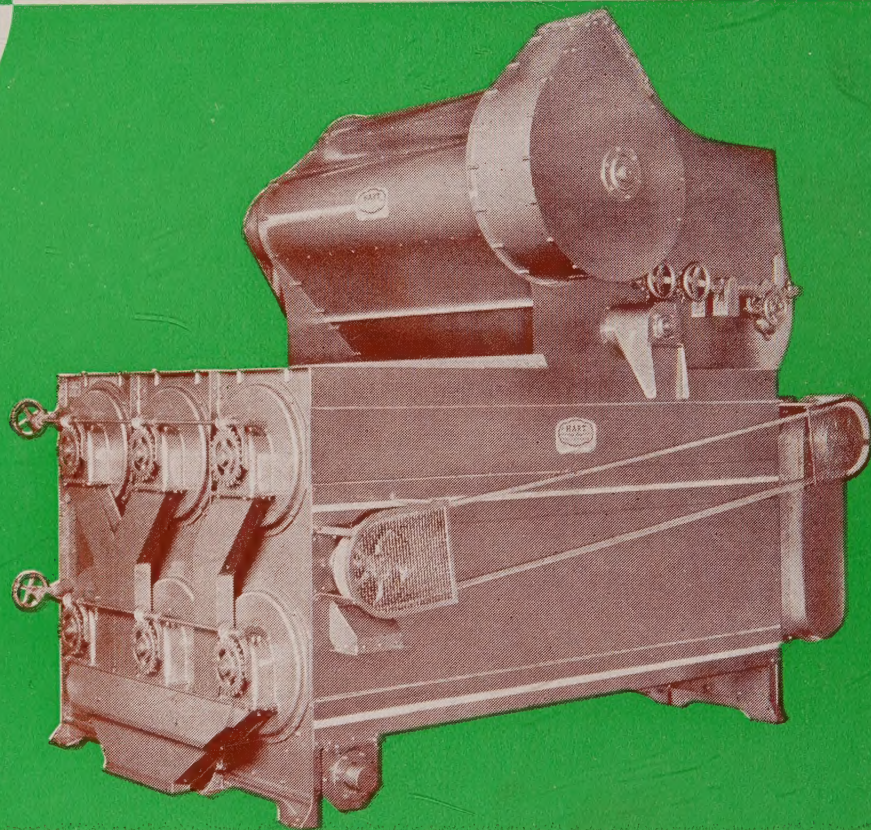
# GRADING

by

# Plumpness



**The New HART**  
*uni-flow*  
**Width Grader**



It's another first for Hart-Carter! For the first time, grain grading by plumpness has been combined with wide flexibility and high capacity. For the first time, modern grain cleaning principles have been adapted to perform an accurate, high-speed width separation. The new Hart Uni-Flow Width Grader will both needle and grade barley, and will separate wheat, durum, rye and oats, into two or more grades, according to thickness. A feature of the Hart Width Grader is the pat-

ented Uni-Flow Control. This positive mechanism is in constant operation to insure a uniform grain flow and uniform grain line. The Hart Uni-Flow Width Grader is compactly built, of all metal construction, dustless in operation, and has a low power requirement. Controls are easily accessible, and adjustments for coarser or finer separations are simple to make without change of equipment. Here is a machine that can mean a real boost in profits for the terminal elevator — on this year's crop particularly! Get complete information at once. Ask for catalogue folder, No. Z-40. Find out, by submitting samples of your own grain, just what grading results you can expect.

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